Department of the Army
Small Business Program

"Our Army at War - Relevant & Ready"

Advance Planning Briefing for Industry (APBI)/ Small Business (SB) Conference

June 13, 2005 Fort Monmouth, NJ

MS. TRACEY PINSON

RECTOR, OFFICE OF SMALL and DISADVANTAGED BUSINESS UTILIZATION (SADBU

OFFICE OF THE SECRETARY OF THE ARMY

VISION

To Be The Premier Advocacy Organization Committed To Maximizing Small Business Opportunities In Support Of The Warfighter And The Transformation Of The Army.

MISSION

- Advise the Secretary of the Army and the Army Leadership on Small Business Related Matters

- Spearhead Innovative Initiatives that Contribute to Expanding the Small Business Industrial Base Relevant to the Army Mission and Priorities

- Leverage the Use of Minority Serving Educational Institutions in Support of Army Science and Technology Programs

ARMY PRIME CONTRACT AWARDS FY03 vs FY04

	FY 03 Total Dollars	FY 03 Achieved	FY 04 Total Dollars	FY 04 Achieved
US Business	$ 48,576		$55,275	
Small Business	$ 13,596	28.0%	$15,432	27.9%
Small Disadvantaged Business	$ 4,268	8.8%	$ 4,982	9.0%
Women-Owned SB	$ 1,815	3.7%	$ 2,026	3.7%
HUBZone Small Business	$ 1,405	2.9%	$ 1,572	2.8%
Service Disabled Veteran-Owned SB	$ 100	0.2%	$ 228	0.4%

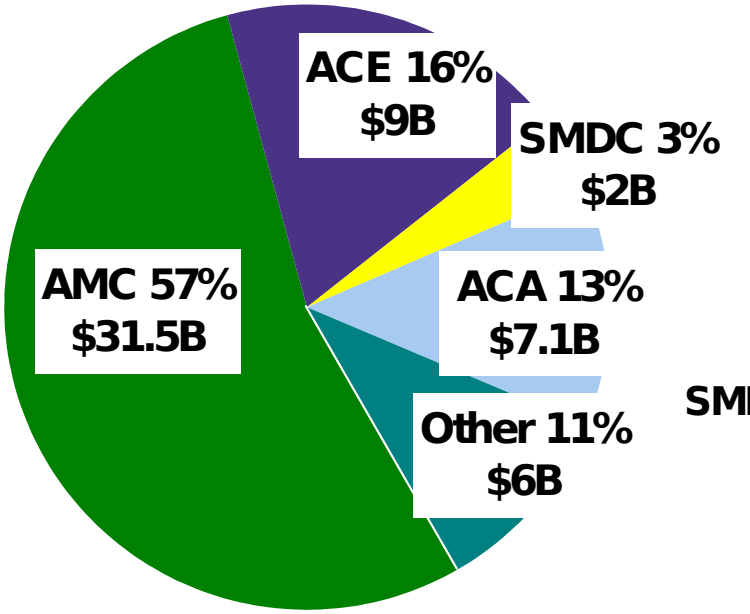
DOLLARS SHOWN IN MILLIONS

Inside the Numbers

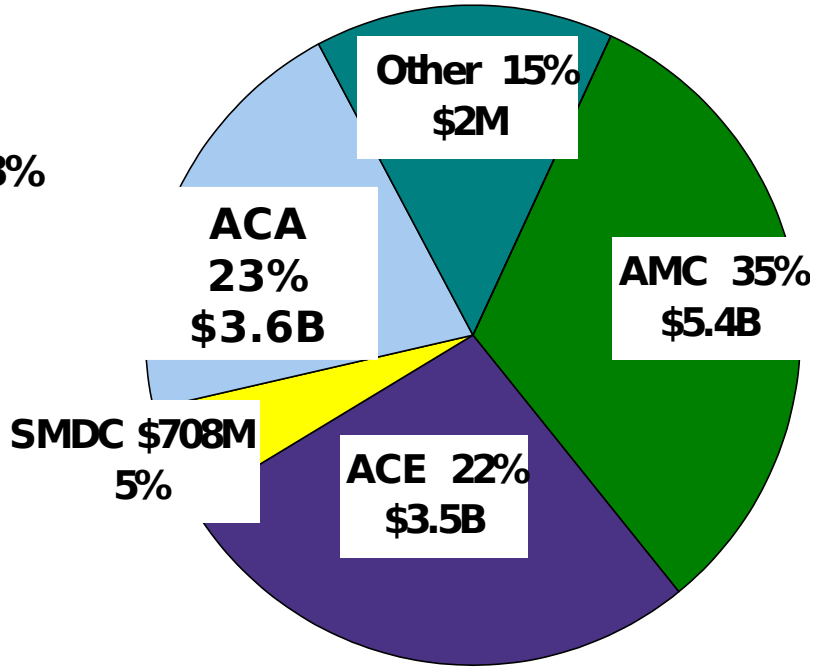
- **Small Business: $15.5B (Exceeded Target)**
- **Small Disadvantaged Business: $5B (Exceeded Target)**
- **Women Owned: $2B (First Federal Agency)**
- **HUBZone: $1.6B (Highest in Federal Government)**
- **SDVOSB:**
  - **Increased dollars from $100M to $233M**
  - **Increased percentage by 100%**

ARMY SMALL BUSINESS PRIME CONTRACT AWARDS FY 04

Total Awards ($55,275M)

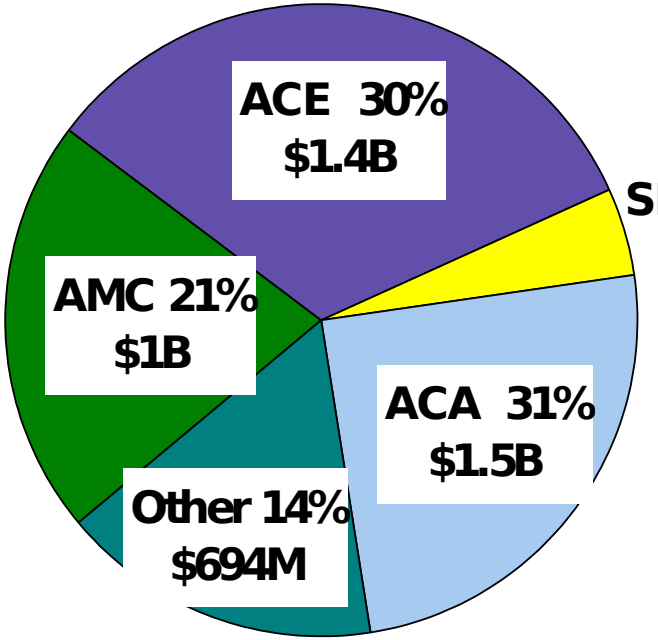


Small Business Awards ($15,432M)

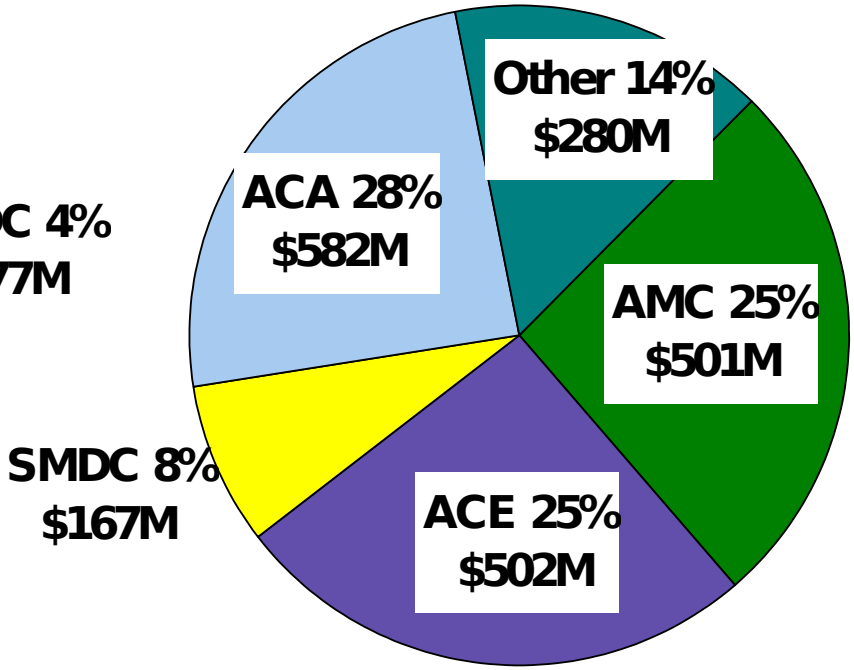


ARMY SDB/WOSB PRIME CONTRACT AWARDS FY 04

SDB Awards ($4,982M)



WOSB Awards ($2,026M)



ARMY SMALL BUSINESS REINVENTION INITIATIVES FY05

- Promote opportunities for firms located in HUBZones through a comprehensive outreach initiative of strategic partnering with other DOD and Federal Agencies, regional match-making events, and co-marketing with other programs.
- Maximize value of small business to the war fighter by promoting contracting opportunities in contingency operations.
- Promote utilization of small businesses as subcontractors in acquisitions of combat systems such as the Future Combat System (FCS).
- Continue to promote the increase awareness of the SDVOSB Program through an innovative outreach program

SDVOSB INITIATIVES

Leadership

- Executive Briefings to Key Leaders
- Strategic Partnerships w/ Other Federal Agencies

Acquisition Workforce

- DAU SDVOSB Course
- National SDVOSB Training Conference

SDVOSBs

- Co-Sponsored Outreach Events
- Website
- Online Training

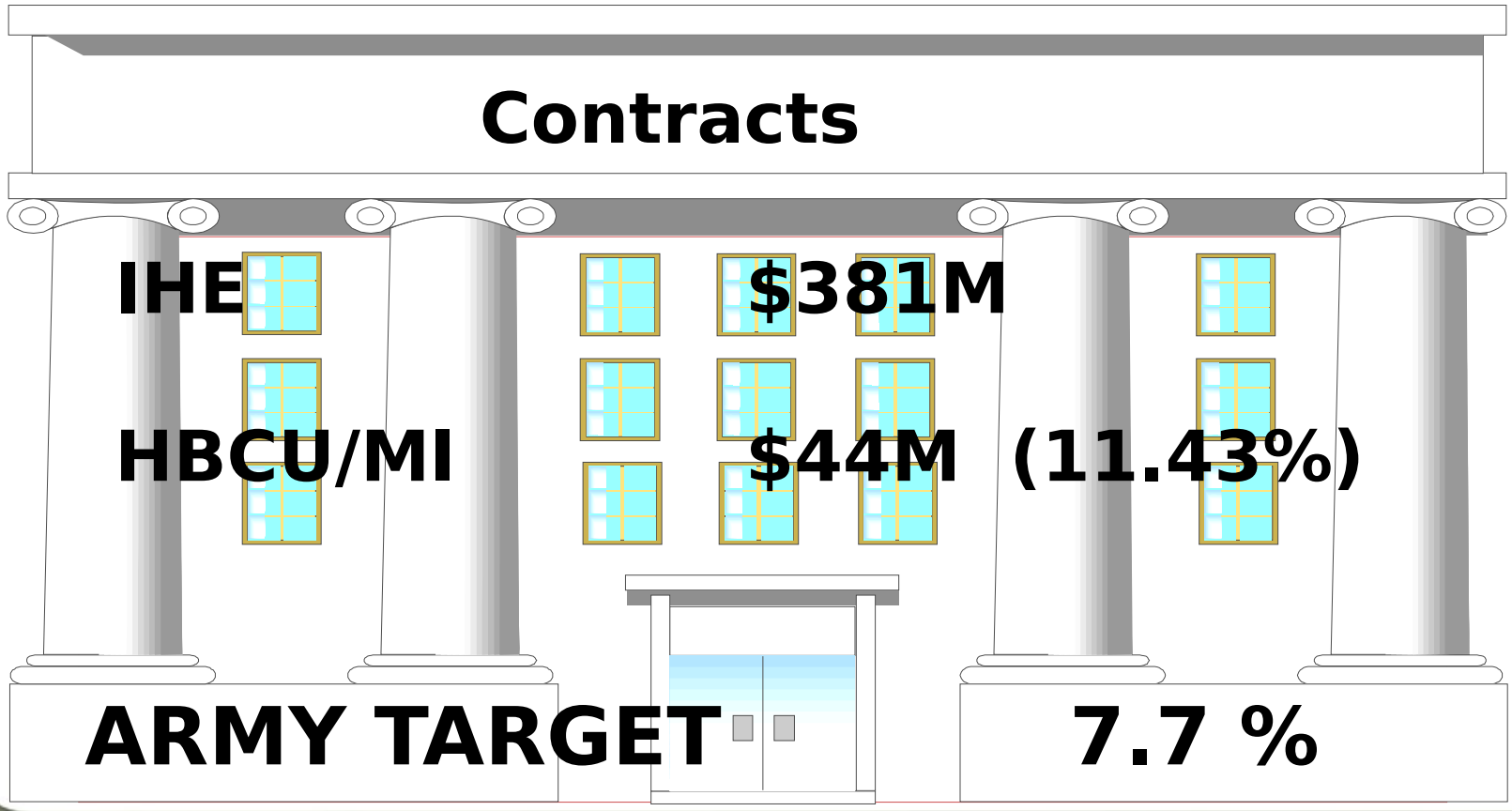
ARMY SUBCONTRACT AWARDS FY 03

	TOTAL DOLLARS	ACHIEVED	OSD TARGET
US Business	$ 5,183		
Small Business	$ 2,592	50.0%	40.0%
Small Disadvantaged Business	$ 425	8.2%	5.0%
Women-Owned SB	$ 369	7.1%	5.0%
HUBZone Small Business	$ 127	2.4%	0%
Service Disabled Veteran-Owned SB	$ 18	0.3%	3.0%

DOLLARS SHOWN IN MILLIONS

HBCU/MI PROGRAM

FY 04



CHALLENGES

- Consolidation / Bundling
- GSA Schedules – SADBU review
- Weak subcontracting plan enforcement
- Insufficient staffing of SADBU offices

Small Business
is Big Business for
the Army

Making a
Difference
For Small
Business